

Message Text

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15

ACTION EA-10

INFO OCT-01 ISO-00 EB-07 RSC-01 XMB-04 /023 W

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R 030803Z DEC 74

FM AMEMBASSY JAKARTA

TO AMEMBASSY SINGAPORE

INFO SECSTATE WASHDC 5516

USDOC

AMCONSUL HONG KONG

UNCLAS JAKARTA 14567

USDOC FOR MEPD

SECSTATE PASS EXIM

E.O. 11652: N/A

TAGS: BEXP, ID

SUBJ: INDONESIAN GOVERNMENT TENDERS

REF: SINGAPORE 4749 (NOTAL)

1. REFTEL REQUESTED INFO RE REPORTED GOI DEPARTMENT
OF HIGHWAYS TENDER FOR 70 HIGHWAY CONSTRUCTION MACHINES
WITH DECEMBER 10 CLOSING DATE - POSSIBLY WORLD BANK
FINANCED.

2. REFTEL ACTUALLY PREFERS TENDER ISSUED NOVEMBER 14
BY GOI DEPARTMENT PUBLIC WORKS AND ELECTRIC POWER FROM
INDONESIAN EMBASSY, WASHINGTON. 70 MACHINES ONLY PART OF U.S.
EXIMBANK FINANCED PURCHASE OF EQUIPMENT FOR GOI
5800 KM. ROAD BETTERMENT PROJECT. TOTAL FIRST
YEAR EQUIPMENT REQUIREMENT (U.S. EXPORT VALUE)
APPROXIMATELY \$58.4 MILLION PLUS \$6.5 MILLION
SPARES. TENDER IS PORTION THREE YEAR (FY)
PURCHASE PROGRAM TOTALING APPROXIMATELY
\$143 MILLION INCLUDING EQUIPMENT, SPARES, AND
BRIDGE STEEL.

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3. ISSURANCE THIS TENDER CAUSED SOME CONFUSION

HERE DUE DELAYED JAKARTA DISTRIBUTION OF INVITATION FOR BIDS. ALSO, TENDER APPARENTLY ISSUED IN WASHINGTON BY S. TENKEAN, SECRETARY TO DIRECTOR GENERAL OF HIGHWAYS, ON BASIS VERBAL COMMITMENT ONLY FROM EXIMBANK. INVITATION FOR BIDS NOW DISTRIBUTED TO INDONESIAN AGENTS OF PRINCIPAL U.S. FIRMS, AND TENKEAN EXPECTS EXIMBANK FORMAL APPROVAL PRELIMINARY COMMITMENT WITHIN COUPLE WEEKS.

4. WE ARE POUCHING COPY INVITATION FOR BIDS TO SINGAPORE. HOWEVER, TENKEAN HAS INDICATED THAT ONLY U.S. SUPPLIERS WITH AGENTS IN INDONESIA HAVING ADEQUATE AFTER-SALES SERVICE CAPABILITY WILL BE SERIOUSLY CONSIDERED. IF SINGAPORE RECEIVE OTHER INQUIRIES FROM U.S. SUPPLIERS OR AGENTS, WE SUGGEST YOU REFER ALL SUCH INQUIRIES CONCERNING THIS MAJOR TENDER TO JAKARTA(EIGHTH EMBASSY OR PREFERABLY TO INDONESIAN AGENT OF U.S. FIRM).
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Message Attributes

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Disposition Approved on Date:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
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